



MULTIPLE AWARD TASK ORDER CONTRACT CONSTRUCTION SERVICES

PRE-PROPOSAL CONFERENCE

Vandenberg Conference Center

31 May 2007 (9:00 AM Local)

U.S. Army TACOM-LCMC

6501 E. 11 Mile Road Warren, MI 48397-5000

Presented by: Major Loyd Beal III & Rob Aguilar



AGENDA



- Administrative Guidelines
- Uniform Contract Format
- Multiple Award Task Order Contract
- Proposal Submission
 - Technical (Volume I)
 - Past Performance (Volume II)
 - Price (Volume III)
 - Business (Volume IV)
- Important of Factors
- Questions



ADMINISTRATIVE GUIDELINES



Smoking allowed outside of the building only

Copies of the briefing charts will be posted to the web site

The list of attendees will be posted to the web site

All communication with the Government shall be thru the Contracting Officer or his representatives

- Primary: Cheryl Johns 586 574-7047 email: cheryl.johns@us.army.mil
- Alternate: Robert Aguilar 586 574-5946 email: robert.aguilar1@us.army.mil



ADMINISTRATIVE GUIDELINES



TACOM-LCMC Contracting Team

Scott Sinelli R&D / Services Division Chief
Fran Dolata Services Section Leader
Reynold Mirabitur Acting Group Leader
MAJ Loyd Beal III Contracting Officer
Cheryl Johns Contract Specialist
Robert (Rob) Aguilar Contract Specialist

Ron Thompson Price Analyst
Robert (Bob) Vollmar Lawyer



UNIFORM CONTRACT FORMAT

Leadership
Teaming
Communication
Employee Support
Strategic Thinking
Organizational Climate



SF 1442

- Section A - Solicitation / Contract Form
- Section B - CLINS (Base And Option Year CLINS Are Not Priced)
- Section C - Scope Of Work
- Section D - Packaging and Marking (not included)
- Section E - Inspection and Acceptance
- Section F - Deliveries or Performance
- Section G - Contract Administration Data



UNIFORM CONTRACT FORMAT



- Section H - Special Provision
- Section I - Contract Clauses
- Section J - List of Attachments
- Section K - Representations, Certifications, & Other Statements of Offeror
- **Section L - Instructions, Conditions & Notice to Offeror**
- **Section M - Evaluation Factors for Award**



MULTIPLE AWARD TASK ORDER CONTRACT



- Competitive
- Multiple Award
- Indefinite Delivery,
Indefinite Quantity (IDIQ)
Contract



MULTIPLE AWARD TASK ORDER CONTRACT



Task Orders:

- Mechanism to order work under basic contract
- Each task order is a contractual instrument
- Defines agreement between government and contractor
- Scope of work (clear, concise, and unambiguous as possible)
- Performance period
- Wage determinations / bond requirements



MULTIPLE AWARD TASK ORDER CONTRACT



Task Order Contract Period of
Performance

14 Month Base Period
+ 4 Years (Options years)

5 years and 2 Months - Total



MULTIPLE AWARD TASK ORDER CONTRACT



Work included in a TOC contract:

- Broad range of maintenance, repair, and construction services, i.e.
Lobby renovations
Office renovations
- Design Build Services





MULTIPLE AWARD TASK ORDER CONTRACT



Only Federal Contracting Officers may
award task orders

Contract task orders will be issued from:
U.S. Army TACOM-LCMC

Performance location:
Selfridge Air National Guard Base
Detroit Arsenal (TACOM)



MULTIPLE AWARD TASK ORDER CONTRACT



Contract Dollar Limits

\$15,000,000.00 aggregate per contract
(Contracted amount to any one contractor
may not exceed \$15M during the TOC PoP)

\$3,000,000 Maximum per task order

\$3,000 Minimum per task order



MULTIPLE AWARD TASK ORDER CONTRACT



Number of Awards

- Minimum of five awards
- One Awards reserved for an 8(a) set aside
- All other awards will be unrestricted
- Government reserves the right to determine the exact number of awards.



Proposal Submission

Presented by Rob Aguilar



PROPOSAL SUBMISSION



DISCLAIMER

**THE FOLLOWING IS A BRIEF OVERVIEW
OF THE PROPOSAL REQUIREMENTS
OFFERORS ARE CAUTIONED TO
CAREFULLY READ THE REQUIREMENTS
OF THE SOLICITATION AND COMPLY
ACCORDINGLY**



PROPOSAL SUBMISSION



What to
submit

- Section L of the RFP provides details on required information and format
- 4 Volumes in 4 binders are required
 - Binder 1 - Volume 1, Technical Requirements and the small business subcontracting plan
 - Binder 2 - Volume 2, Past performance requirements
 - Binder 3 - Volume 3, Price
 - Binder 4 - Volume 4, Business volume



PROPOSAL SUBMISSION



What to submit

Each section of the proposal shall be separable to facilitate review by the Government

Offers shall be submitted in hard copy and CDs in the following types and quantities:

	<u>Electronic Copies</u>		<u>Paper</u>
<u>copies</u>			
1. VOLUME I - TECHNICAL PROPOSAL	1		4
2. VOLUME II - PAST PERFORMANCE	1		4
3. VOLUME III - PRICE PROPOSAL	2		4
4. VOLUME IV - BUSINESS VOLUME	1	4	



PROPOSAL SUBMISSION



Technical - VOLUME I



PROPOSAL SUBMISSION

Technical - Volume I



Experience

- Relevant technical experience with construction and design-build
- Management and oversight of multiple simultaneous projects
- Do not include past performance information in this volume

Subcontractor Base

- Proposed subcontractors
 - Electrical
 - Paving
 - Design (Architect firm for Design-build projects)
- Method of selection and award of subcontracts
- Type of work they are expected to perform
- Offeror's prior experience with that subcontractor
- Company's plan for managing subcontractors' work



PROPOSAL SUBMISSION

Technical - Volume I



Sample/Prototypical Project - The use of a sample tasks orders provides a means to review the technical approaches and efficiencies under simulated contract conditions.

Includes:

- Cost estimate
- Schedule of Material Submittals
- Hours by discipline and Basis of Estimate
- Project Schedule



PROPOSAL SUBMISSION

Technical - Volume I



Key Personnel

- Site Manager
- Resumes for proposed personnel

Subcontracting Plan - Required for other than U.S. small business contractors



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Past Performance - VOLUME II



PROPOSAL SUBMISSION



Past Performance - Volume II

The offeror shall list the last five consecutive contracts/task orders, completed or current, within the last three (3) years from the date of this solicitation that meet the requirements of relevancy and recency (if five are not available, provide as many as are applicable, but not more than five). In addition, past performance information on contracts not listed by the offeror may be solicited and used in determining the overall past performance rating.

****Note: Subject To Change**



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Past Performance - Volume II



Inform your references that they shall forward questionnaires directly to the US Army TACOM Life Cycle Management Command, AMSTA-AQ-ASRB, Mail Stop #322, 6501 East Eleven Mile Road, Warren, Michigan 48397-5000, Attention: Ms. Cheryl Johns; email their responses to Ms. Cheryl Johns at cheryl.johns@us.army.mil or Mr. Robert Aguilar at robert.aguilar1@us.army.mil or they may fax their responses to (586) 574-5155, Attention: Ms. Cheryl Johns. Questionnaires must be received in the US Army TACOM Life Cycle Management Command not later than 1300 hours, Local Time on 20 Jun 2007.



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Past Performance - Volume II

If offeror does not have any past performance information to submit as the entity under which the proposal is being submitted, then the offeror should submit past performance data identified above under which the offerors key personnel have worked. If the offeror claims there is no past performance, then that status must be identified to the contracting officer no later than the date and time proposals are due from all offerors.



PROPOSAL SUBMISSION



Price - Volume III



PROPOSAL SUBMISSION

PRICE - Volume III

The contractor shall provide a separate cost estimate for the sample project attached to this RFP along with a project schedule. The cost estimate should include labor categories, labor hours, labor rates, estimated material, other direct costs, overhead, G&A, and profit.

Do not put any amounts in the basic contract schedule in section B

All Funding will be on the task orders when awarded





PROPOSAL SUBMISSION

PRICE - Volume III



Reasonableness - represent a price that provides best value to the Government when consideration is given to prices in the market, (market conditions may be evidenced by other competitive proposals), technical and functional capabilities of the offeror.

Realism - reflect what it would cost the offeror to perform the effort if the offeror operates with reasonable economy and efficiency



PROPOSAL SUBMISSION



Business Volume IV

-- Not Evaluated --



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Relative Importance of Factors

- The factors are Technical, Past Performance and Price
- Within the three factors, Technical is most important and is more important than Past Performance. Past Performance is slightly more important than Price. The non-Cost factors, when combined, are significantly more important than Price.



PROPOSAL SUBMISSION



Relative importance of Technical Sub-factors

There are four (4) sub-factors under the Technical factor; Experience, Subcontractor Base, Sample/Prototypical Project and Key Personnel. Sub-factors below are listed in order of importance with Experience being the most important.

- Sub-factor 1 - Experience
- Sub-factor 2 - Subcontractor Base
- Sub-factor 3 - Sample/Prototypical Project
- Sub-factor 4 - Key Personnel



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Best Value Award Decision

- Best value is defined as an award based on the greatest overall benefit in response to the requirement.
- Award is based on both price and non-price factors
- Award is based on other factors in addition to price



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Davis Bacon

Wages

- Most current Davis Bacon Wage rates will be provided with each task order request for proposal or at the project site visit
- Link to Web site will be provided (**Note the most current wage determination at time of award of Task Order applies to the Task Order)
- Performance and payment bonds are established by each task order



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Execution

Procedures

- TOC RFP is e-mailed to all TOC contractors
- Pre-proposals conference and job walk w/ eligible & interested TOC contractors
- If necessary, amendments/addendums e-mailed to TOC contractors
- Contractor submits price or best value proposal by e-mail /fax
- KO makes award upon receipt of funds



PROPOSAL SUBMISSION



Task Order Award Fair Opportunity

Every Contractor who is awarded an IDIQ contract will be given a “fair opportunity to compete for the award of task or projects unless an exemption applies



PROPOSAL SUBMISSION



Fair Opportunity Exemptions

- Urgent or emergency requirements
- Services are unique or highly specialized
- Interest of economy and efficiency
- Satisfy the minimum guarantee

****Note:** This is not a requirement contract



PROPOSAL SUBMISSION



Other times you may not be given an opportunity to compete...

KO Limits competition or exclude a contractor for the following failure to prosecute the work diligently on a current task order award.



IMPORTANT FACTORS



Important Submission Dates

- Submission of Questions
1300 hours, Local Time on 13 Jun 2007
- Past Performance (Volume II)
1300 hours, Local Time on 20 Jun 2007
- Technical and Price (Volumes I and III)
1300 Local Time, on 27 Jun 2007



IMPORTANT FACTORS



The following documents will be evaluated for completeness and compliance with the requirements of the Request for Proposal. Incomplete proposals may be basis for rejection and may not be considered in the competitive range or for award. Offerors are cautioned to submit sufficient information and in the format specified in Section L.



IMPORTANT FACTORS



- a. Signed and completed solicitation/contract award document, SF 1442
- b. Complete Construction Cost Estimate Breakdown for the prototypical project
- c. Acknowledgement of all amendments
- d. Completed Representations and Certifications, Section K. (or ORCA)
- e. Past Performance Information in accordance with Section L
- f. Small Business Subcontracting Plan (Other than U.S. Small Business)



IMPORTANT FACTORS

Reminders



- Awards will be made w/o discussions – Do not anticipate a chance to make corrections or changes
- Your first proposal will probably be your only proposal
- Read the solicitation requirements carefully
- Consider using section M to “Rate” yourself before submitting the proposal--- Is it complete?
- Failure to furnish a complete proposal may result in elimination from consideration



IMPORTANT FACTORS

Reminders



- All amendments will be posted on the TACOM web site
- Check site regularly for changes & refresh the page
- Be sure to register... (i.e. CCR, ORCA, FedBizOpps)
- After closing no information will be available until award
 - Awards will be posted to the web
 - Results should be announced as soon as possible



IMPORTANT FACTORS

Reminders

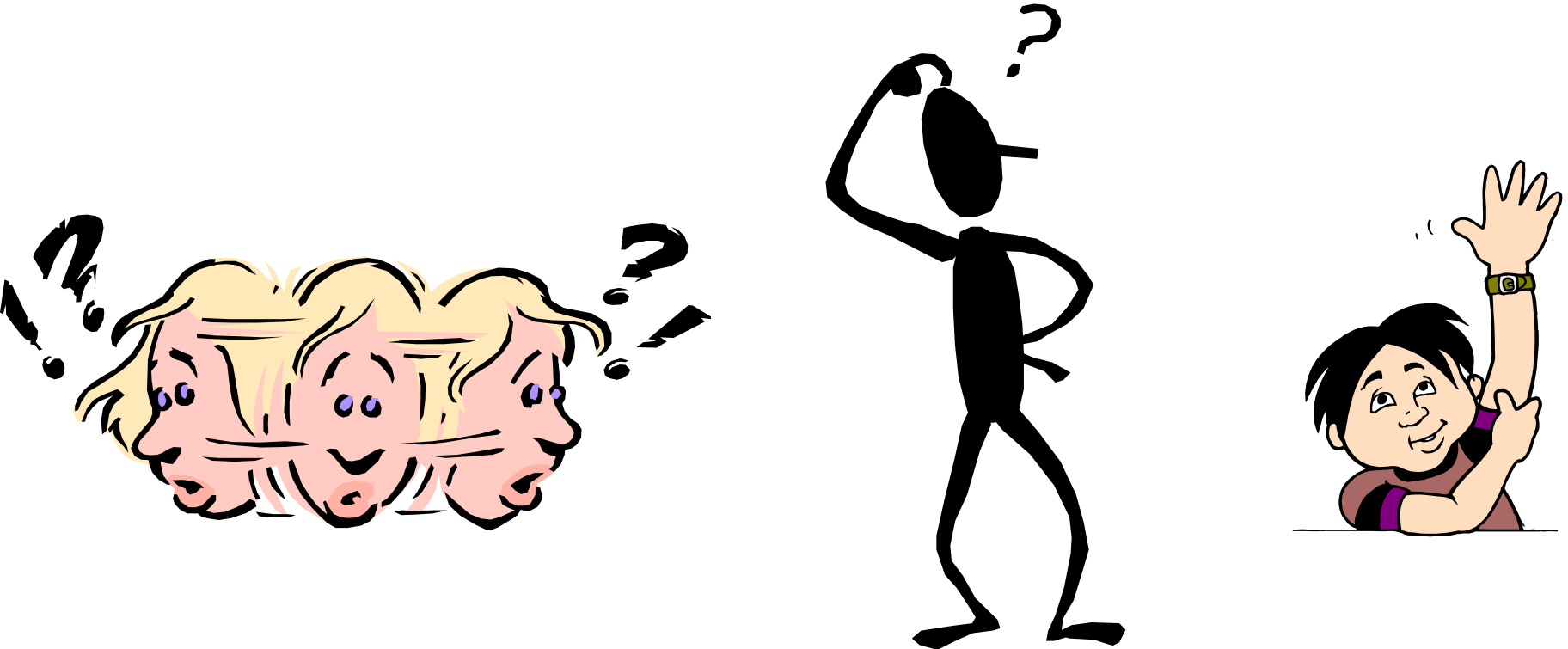


- Questions must be submitted in writing via e-mail to Cheryl Johns cheryl.johns@us.army.mil or Robert Aguilar robert.aguilar1@us.army.mil
- Submit questions NLT 1300 hours (1:00 p.m.), 13 June 2007 (Ref. Section L)
- Questions and answers will be posted to TACOM-LCMC web site



Questions

Leadership
Teaming
Communication
Employee Support
Strategic Thinking
Organizational Climate





THANKS FOR YOUR INTEREST IN THE TACOM-LCMC MULTIPLE AWARD IDIQ TASK ORDER CONTRACT